

## MAY HOT JOBS! MAY HOT JOBS! MAY HOT JOBS! MAY HOT JOBS!

### Botany

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### PARRAMATTA

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## INTERVIEW WITH A CREDIT MANAGER!

**Do you ever wonder how a senior credit person gets to where they are? We interviewed John Field, Senior Product Director, Asia-Pacific at SunGard Systems Inc to find out his story!**

**What's a typical day for you at SunGard?** I have Asia-Pac responsibility for pre-sales of AvantGuard Receivables. My role is to engage new customers and markets, and introduce an automated technology solution for Credit and Risk Management.

**Where have you worked Before ?** I have worked as a National Credit Manager for McWilliam's Wines, Frucor Beverages and Philips Consumer Electronics. I was also the Business Implementation Manager at API (Australian Pharmaceutical Industries) and the BPM Consultant at Commercial Credit Services.

**How did you get into Credit Management?** After working for a bank for 3 years I decided it was not for me, I attended a "career evaluation" seminar, and was put forward for an interview with a pharmaceutical company called Wellcome Australia. I secured a Credit Officer role ahead of 45 others and was in a state of shock, as I had never done credit collections or risk management before.

**What additional Study or Courses have you done?** I can say that I am one of the last credit professionals that came through the "old" credit training with the AICM, via the TAFE College system.

**What is your most rewarding achievement?** On a professional and personal level the following mean the most to me:

- At Frucor, I set up a new Credit team within in 2 weeks that went on to be very successful
- I have been a member of the AICM for 20 years and my membership status is Certified Credit Executive (CCE) - the youngest in Australia that to attain this.
- 2004 Winner AICM YCP NSW & Nationally – Mentored one of my staff to record the first NSW win.

**What have been your most challenging times in Credit?** Like all management roles, trying to find the right work/life balance and juggling projects and workload pressures, as I have had large workload borne from inadequate processes and business expectation but still expected to function at an optimal level.

**What is your best advice for someone looking to build on their career in the Credit Industry?** Listen. Learn. Be involved. Get involved in cross-functional projects. Challenge your boundaries. Source a 'mentor' to help develop YOU.

For the full interview, visit our website at [www.creditrecruitment.com](http://www.creditrecruitment.com)

## Meet the Team

### Janell Skinner Consultant



Janell brings over 10 years of Credit, Collections and Recoveries experience to the team with an extensive background of working in the Finance Industry. Her previous role as a Business Development Manager also provides her with the knowledge and skillset to work effectively with clients, assessing their needs and sourcing the most appropriate candidates to meet their requirements.

Job Seekers can be assured that their job requirements will be fully understood and clearly communicated to the right clients. Janell is passionate and empathetic about making a difference to job seekers.

She has first hand experience temping for Credit Recruitment which adds to her wealth of knowledge in the credit and recruitment industry.

Janell's drive to succeed, develop strong relationships and confidence in her ability to find winning solutions for her clients and candidates is the focus of her career with Credit Recruitment.

## 2010 Credit Industry Salary Survey Findings...

### Remuneration & Staffing Trends

Our commercial Credit Industry Salary survey found out some interesting facts about remuneration and staffing trends:

- **75%** increased salaries – compared to **44%** last year.
- During the GFC people happy to have a job and forgo salary increases, our data indicates this will no longer be the case as the market improves
- **26%** (18% 2008) expect headcount to increase
- **8%** expect decrease compared to **17%** last year – companies no longer down sizing teams.
- **A significant 34%** of companies anticipate needing temp staff over the next 12 months.

## \*\* UPCOMING AICM EVENTS \*\*

Parramatta Networking Evening – May 18<sup>th</sup>  
Young Credit Professional Award Applications Close May 31<sup>st</sup>

## KEEP US IN THE LOOP!

Have you updated your resume?  
Have you given us your new Phone/Address/Email details?  
Have you gained new qualifications/Skills?

Please send us your updated resume to  
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